

Monthly Indicators



December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings were down 31.7 percent to 56. Pending Sales increased 35.2 percent to 73. Inventory grew 6.9 percent to 341 units.

Median Sales Price was down 2.2 percent to \$259,900. Days on Market decreased 7.3 percent to 102 days. Months Supply of Inventory was down 4.9 percent to 3.9 months.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

Quick Facts

+ 42.9% **- 2.2%** **- 4.9%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply
------------------------------------	--	-------------------------------------

A research tool provided by the Greenwood Association of REALTORS®.
Percent changes are calculated using rounded figures.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



Market Overview

Key market metrics for the current month and year-to-date figures.



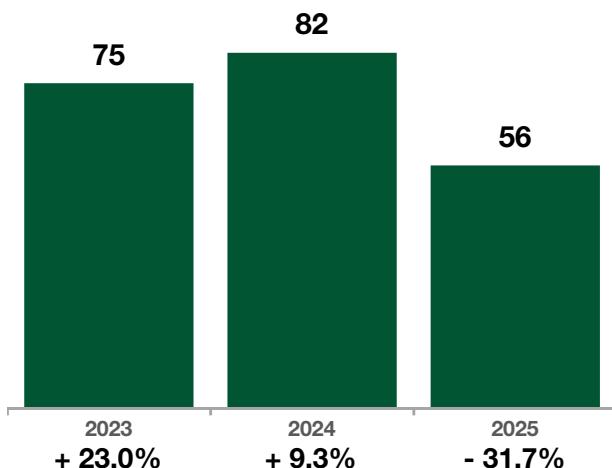
Key Metrics	Historical Sparkbars			12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	12-2023	12-2024	12-2025						
New Listings				82	56	- 31.7%	1,354	1,527	+ 12.8%
Pending Sales				54	73	+ 35.2%	940	1,055	+ 12.2%
Closed Sales				56	80	+ 42.9%	927	1,000	+ 7.9%
Days on Market				110	102	- 7.3%	96	104	+ 8.3%
Median Sales Price				\$265,675	\$259,900	- 2.2%	\$254,745	\$258,900	+ 1.6%
Average Sales Price				\$292,604	\$287,828	- 1.6%	\$318,021	\$303,833	- 4.5%
Pct. of List Price Received				97.2%	96.5%	- 0.7%	97.2%	96.9%	- 0.3%
Housing Affordability Index				99	119	+ 20.2%	104	120	+ 15.4%
Inventory of Homes for Sale				319	341	+ 6.9%	--	--	--
Months Supply of Inventory				4.1	3.9	- 4.9%	--	--	--

New Listings

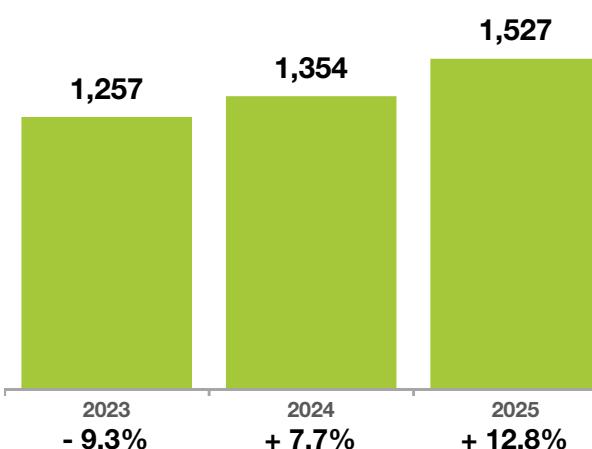
A count of the properties that have been newly listed on the market in a given month.



December



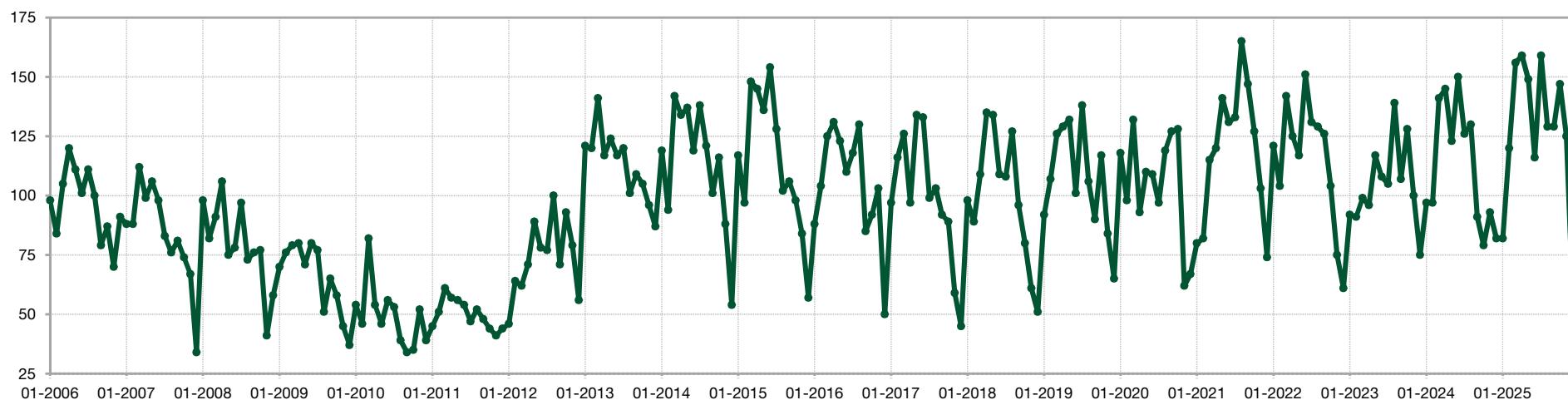
Year to Date



New Listings

	New Listings	Prior Year	Percent Change
January 2025	82	97	-15.5%
February 2025	120	97	+23.7%
March 2025	156	141	+10.6%
April 2025	159	145	+9.7%
May 2025	149	123	+21.1%
June 2025	116	150	-22.7%
July 2025	159	126	+26.2%
August 2025	129	130	-0.8%
September 2025	129	91	+41.8%
October 2025	147	79	+86.1%
November 2025	125	93	+34.4%
December 2025	56	82	-31.7%
12-Month Avg	127	113	+12.6%

Historical New Listings by Month

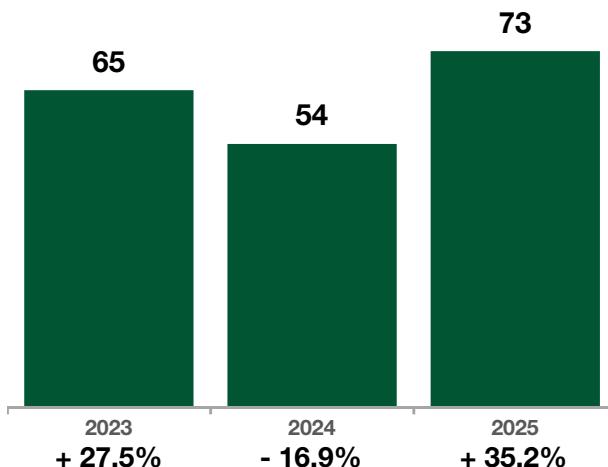


Pending Sales

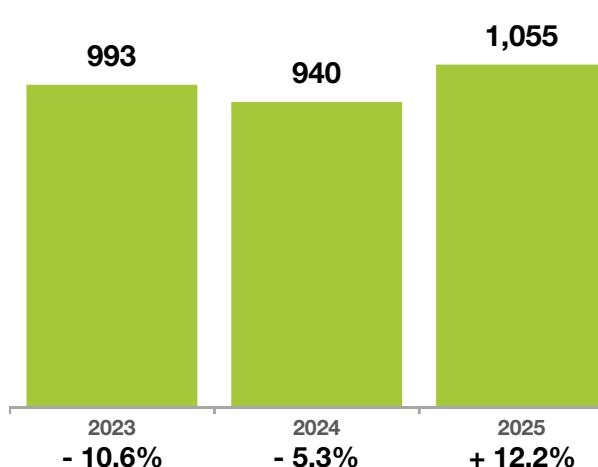
A count of the properties on which offers have been accepted in a given month.



December



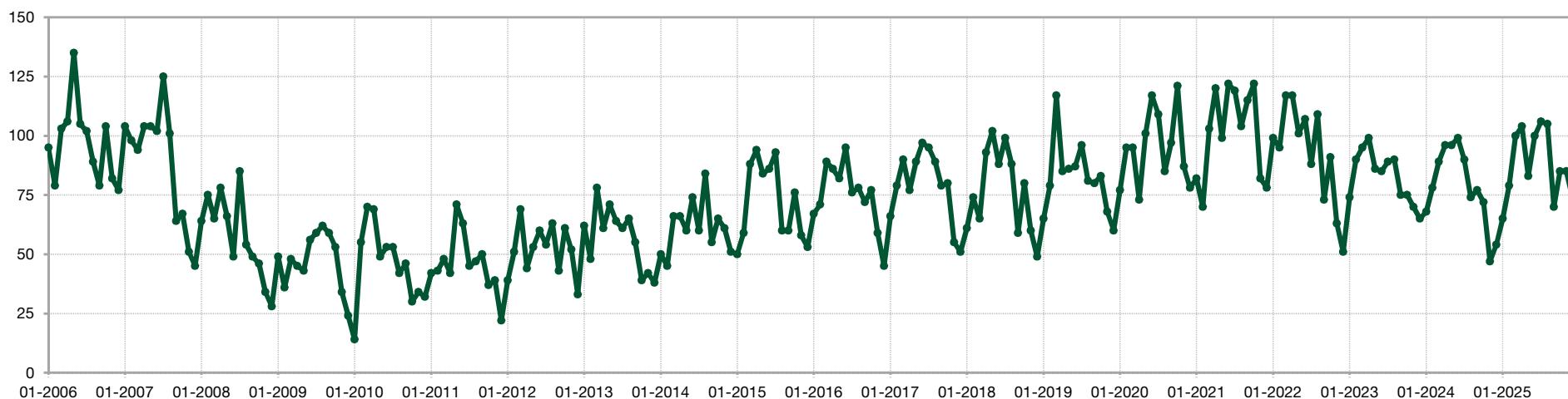
Year to Date



Pending Sales

	Pending Sales	Prior Year	Percent Change
January 2025	65	68	-4.4%
February 2025	79	78	+1.3%
March 2025	100	89	+12.4%
April 2025	104	96	+8.3%
May 2025	83	96	-13.5%
June 2025	100	99	+1.0%
July 2025	106	90	+17.8%
August 2025	105	74	+41.9%
September 2025	70	77	-9.1%
October 2025	85	72	+18.1%
November 2025	85	47	+80.9%
December 2025	73	54	+35.2%
12-Month Avg	88	78	+12.7%

Historical Pending Sales by Month

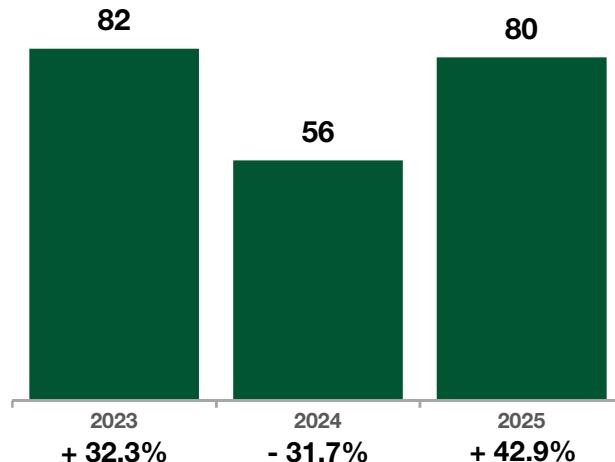


Closed Sales

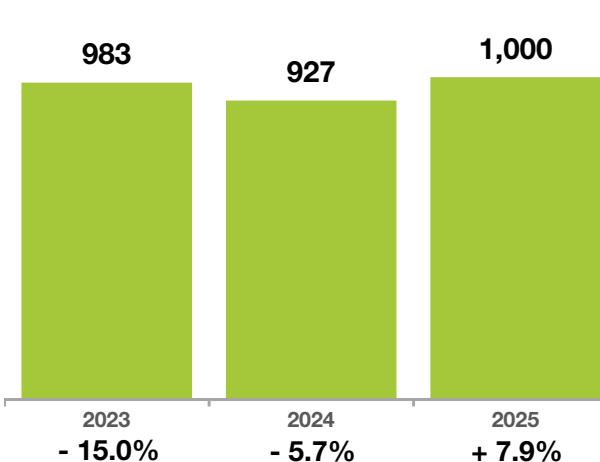
A count of the actual sales that closed in a given month.



December

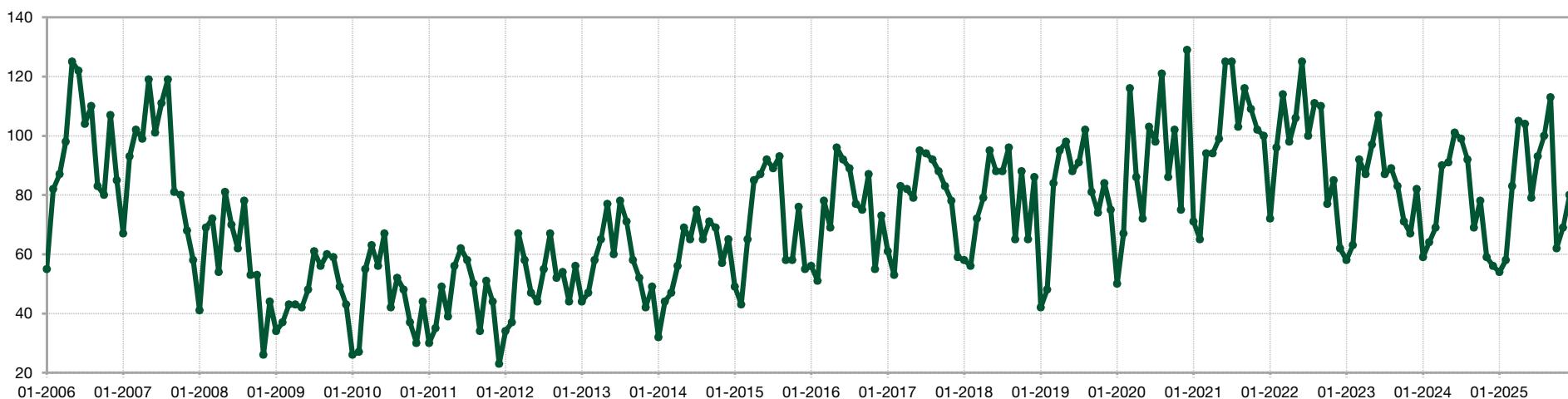


Year to Date



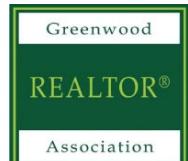
	Closed Sales	Prior Year	Percent Change
January 2025	54	59	-8.5%
February 2025	58	64	-9.4%
March 2025	83	69	+20.3%
April 2025	105	90	+16.7%
May 2025	104	91	+14.3%
June 2025	79	101	-21.8%
July 2025	93	99	-6.1%
August 2025	100	92	+8.7%
September 2025	113	69	+63.8%
October 2025	62	78	-20.5%
November 2025	69	59	+16.9%
December 2025	80	56	+42.9%
12-Month Avg	83	77	+8.2%

Historical Closed Sales by Month

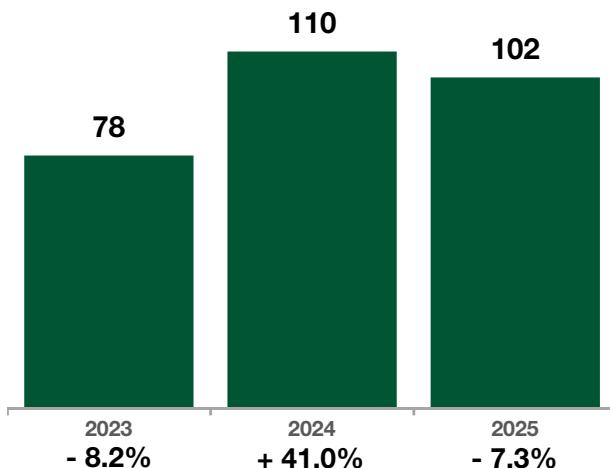


Days on Market Until Sale

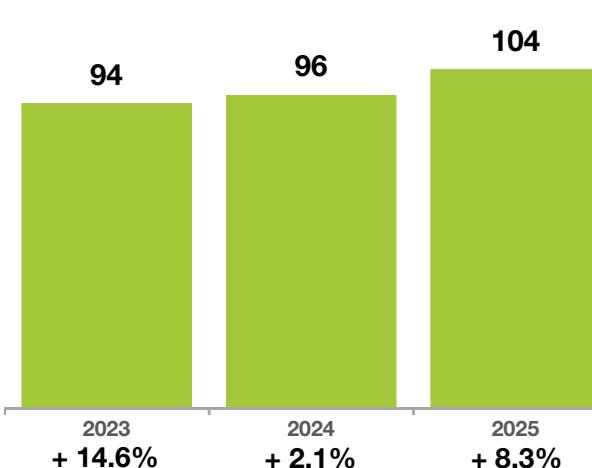
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



Year to Date

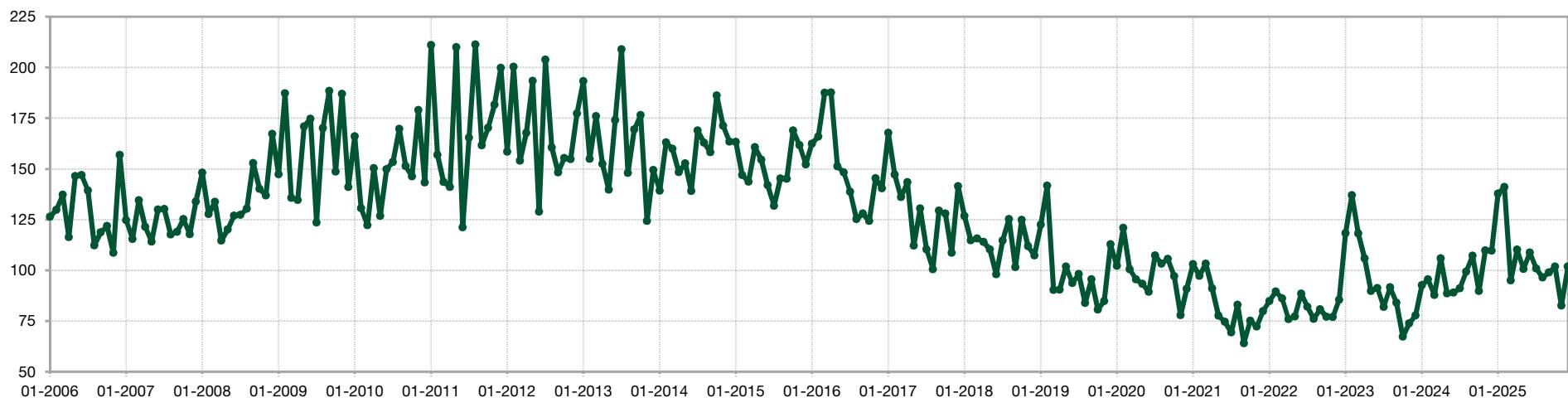


Days on Market

	Prior Year	Percent Change
January 2025	138	+48.4%
February 2025	141	+46.9%
March 2025	95	+8.0%
April 2025	110	+3.8%
May 2025	101	+13.5%
June 2025	109	+8.9%
July 2025	101	+11.0%
August 2025	96	-3.0%
September 2025	99	-7.5%
October 2025	102	+13.3%
November 2025	83	-24.5%
December 2025	102	-7.3%
12-Month Avg*	104	+8.3%

* Average Days on Market of all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

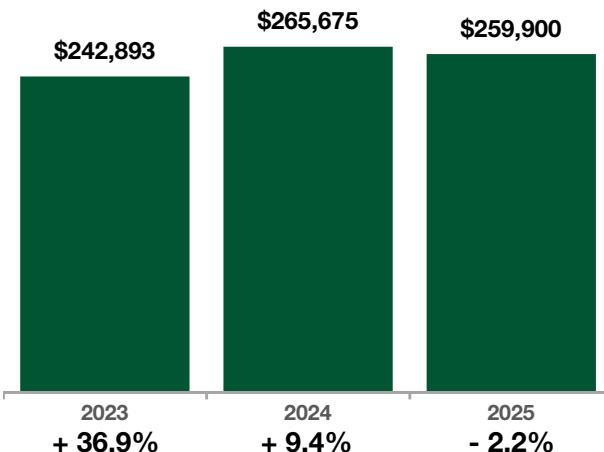


Median Sales Price

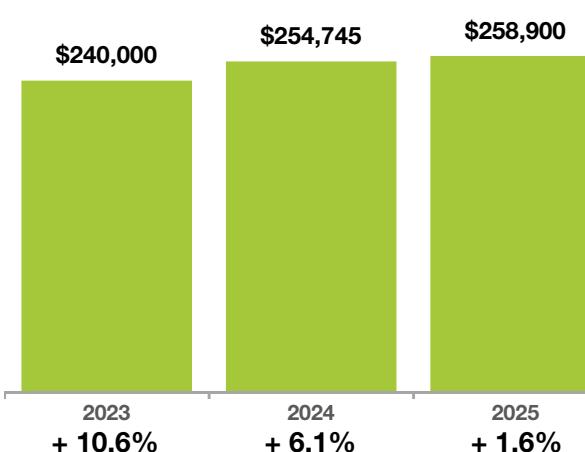
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



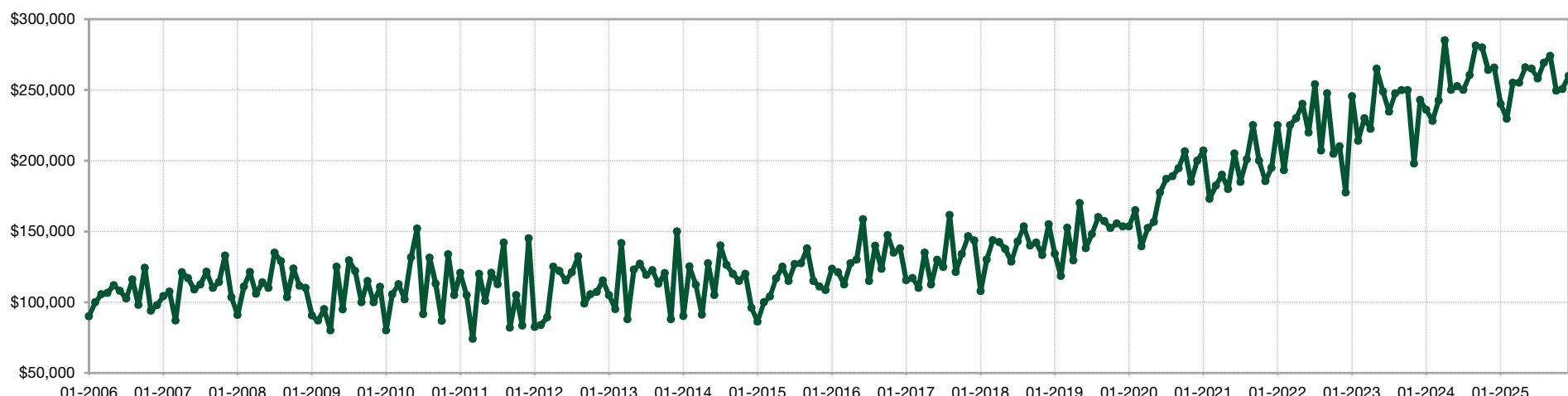
Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2025	\$240,000	\$235,900	+1.7%
February 2025	\$229,500	\$228,000	+0.7%
March 2025	\$255,000	\$242,500	+5.2%
April 2025	\$255,000	\$285,000	-10.5%
May 2025	\$265,900	\$250,000	+6.4%
June 2025	\$265,000	\$252,700	+4.9%
July 2025	\$258,000	\$250,000	+3.2%
August 2025	\$269,200	\$260,450	+3.4%
September 2025	\$273,900	\$281,200	-2.6%
October 2025	\$249,350	\$280,000	-10.9%
November 2025	\$250,510	\$264,000	-5.1%
December 2025	\$259,900	\$265,675	-2.2%
12-Month Med*	\$258,900	\$254,745	+1.6%

* Median Sales Price of all properties from January 2025 through December 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month

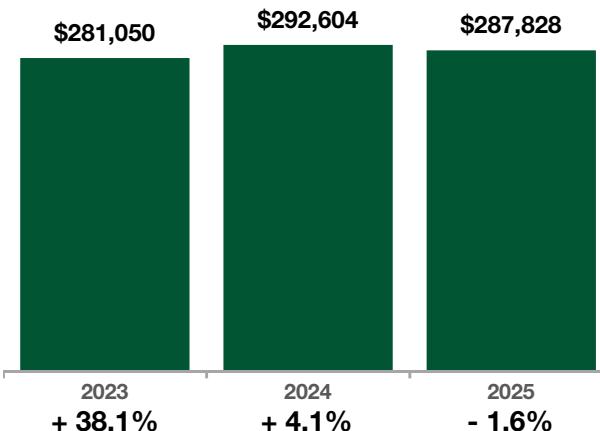


Average Sales Price

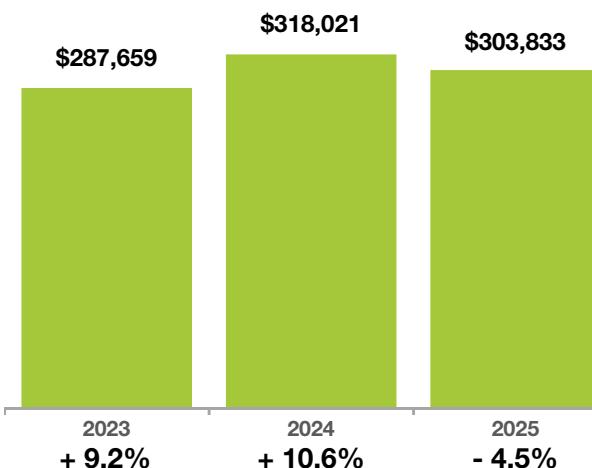
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



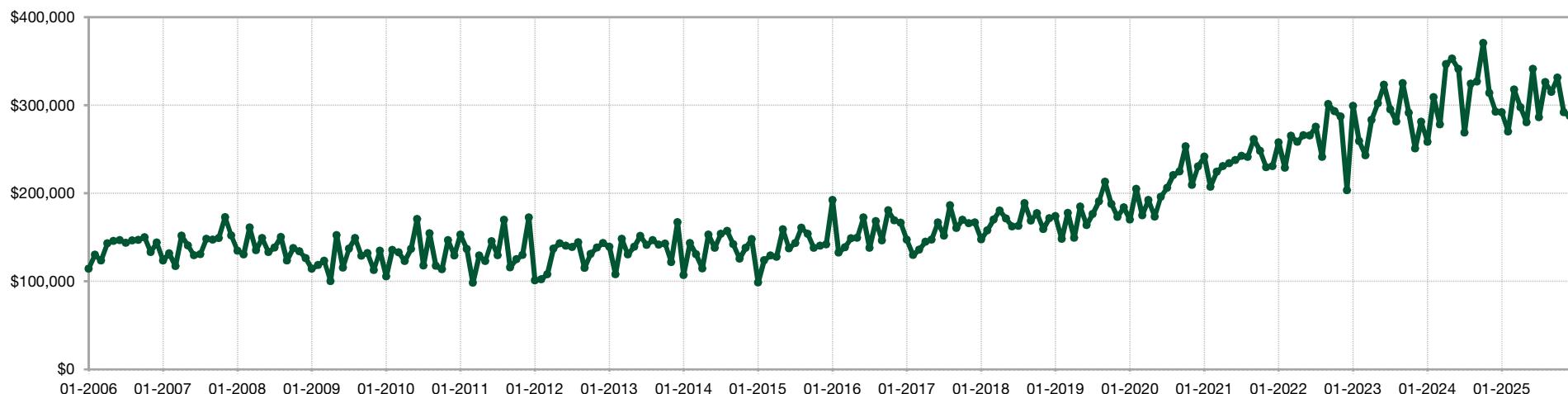
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2025	\$292,065	\$258,414	+13.0%
February 2025	\$270,139	\$309,052	-12.6%
March 2025	\$317,881	\$278,123	+14.3%
April 2025	\$297,808	\$346,663	-14.1%
May 2025	\$280,670	\$352,781	-20.4%
June 2025	\$341,250	\$341,258	-0.0%
July 2025	\$286,292	\$268,852	+6.5%
August 2025	\$326,238	\$324,434	+0.6%
September 2025	\$315,091	\$326,853	-3.6%
October 2025	\$331,295	\$370,536	-10.6%
November 2025	\$292,045	\$313,769	-6.9%
December 2025	\$287,828	\$292,604	-1.6%
12-Month Avg*	\$303,217	\$318,021	-4.7%

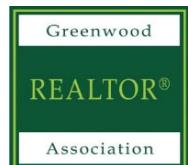
* Avg. Sales Price of all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

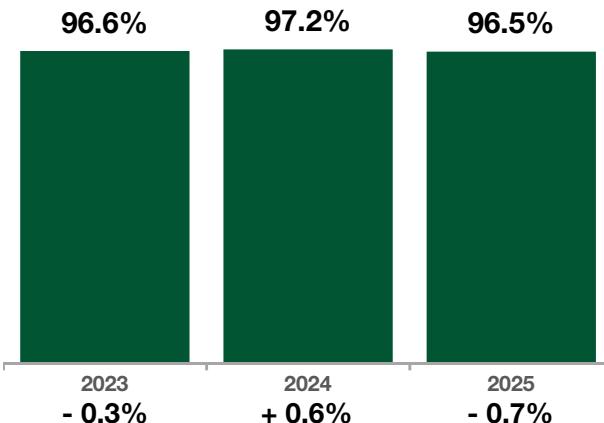


Percent of List Price Received

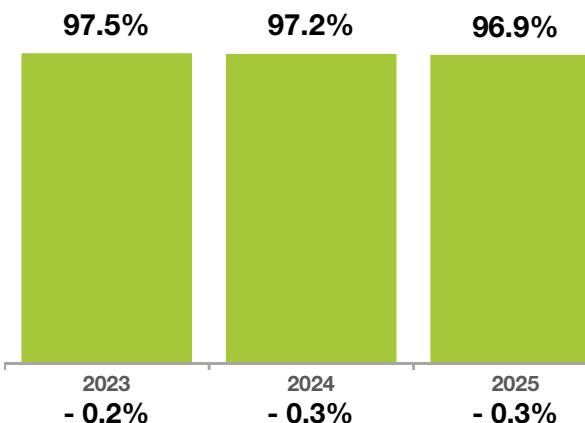
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



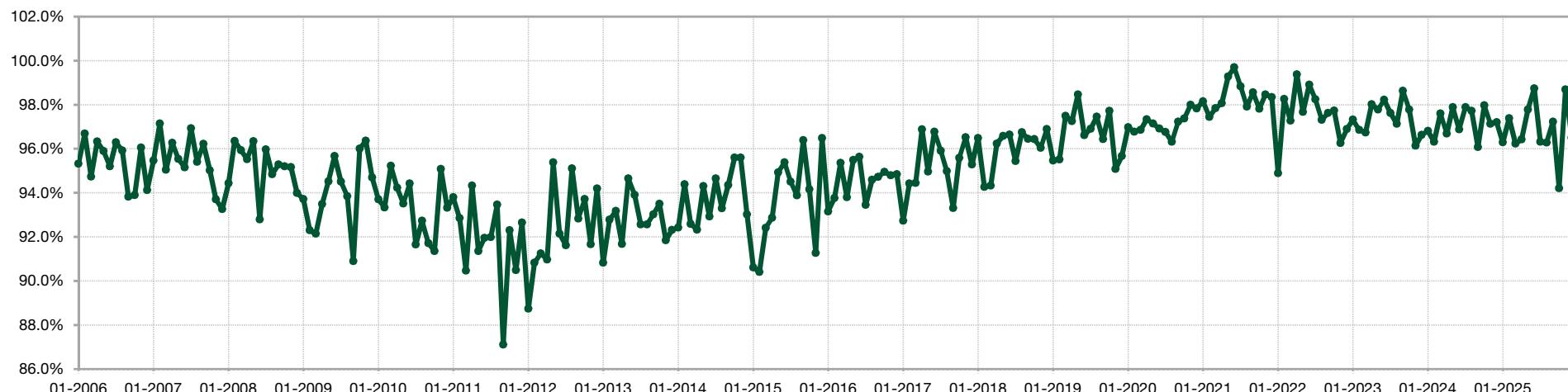
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2025	96.3%	96.8%	-0.5%
February 2025	97.4%	96.3%	+1.1%
March 2025	96.2%	97.6%	-1.4%
April 2025	96.4%	96.7%	-0.3%
May 2025	97.8%	97.9%	-0.1%
June 2025	98.7%	96.9%	+1.9%
July 2025	96.3%	97.9%	-1.6%
August 2025	96.3%	97.7%	-1.4%
September 2025	97.2%	96.1%	+1.1%
October 2025	94.2%	98.0%	-3.9%
November 2025	98.7%	97.1%	+1.6%
December 2025	96.5%	97.2%	-0.7%
12-Month Avg*	96.9%	97.2%	-0.3%

* Average Pct. of List Price Received for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

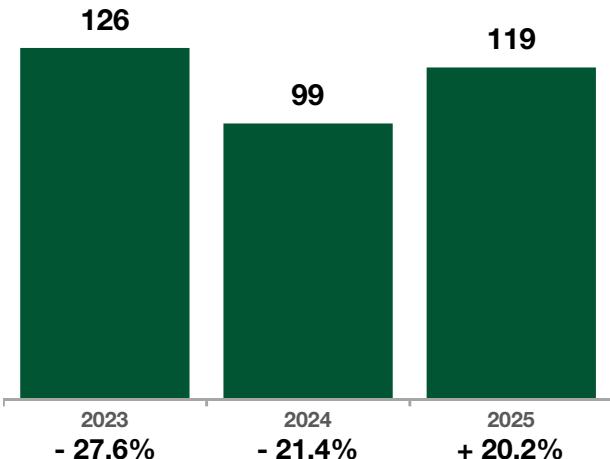


Housing Affordability Index

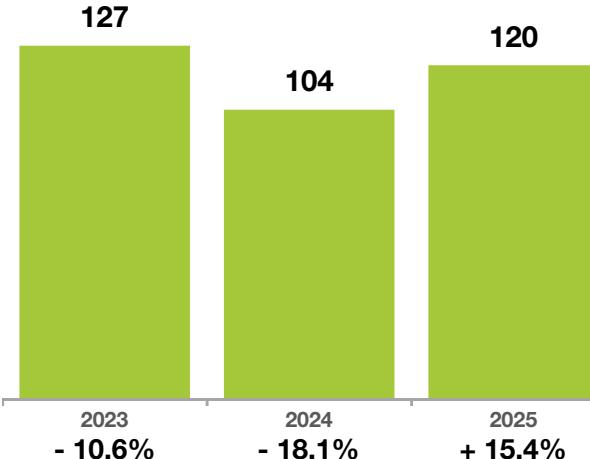
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December



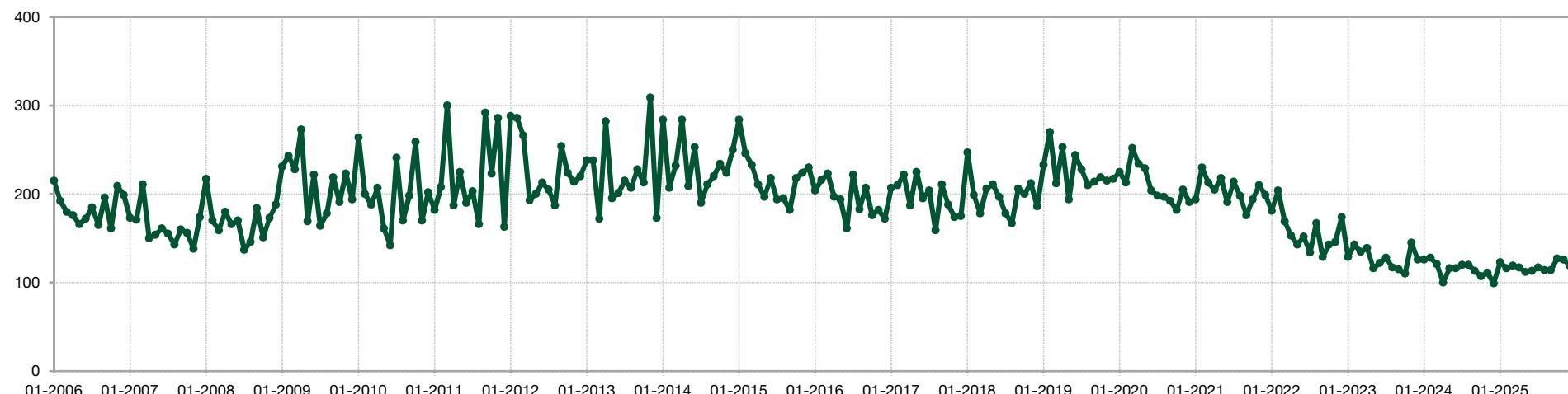
Year to Date



Affordability Index

	Prior Year	Percent Change
January 2025	123	-2.4%
February 2025	116	-9.4%
March 2025	119	-1.7%
April 2025	117	+17.0%
May 2025	112	-3.4%
June 2025	113	-1.6%
July 2025	117	-2.5%
August 2025	114	-5.0%
September 2025	114	+0.9%
October 2025	127	+18.7%
November 2025	126	+13.5%
December 2025	119	+20.2%
12-Month Avg	118	115
		+2.9%

Historical Housing Affordability Index by Month

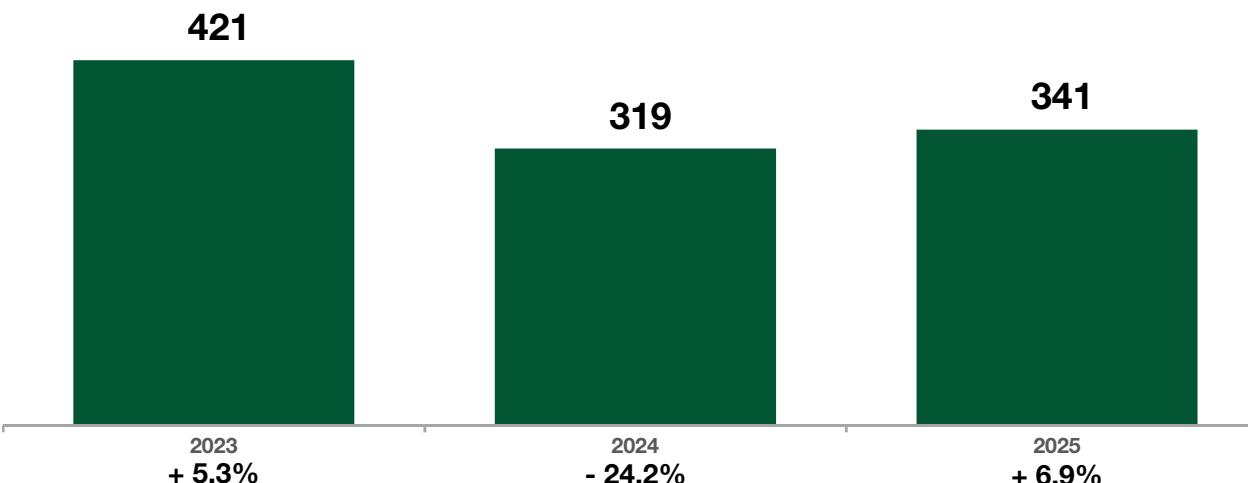


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



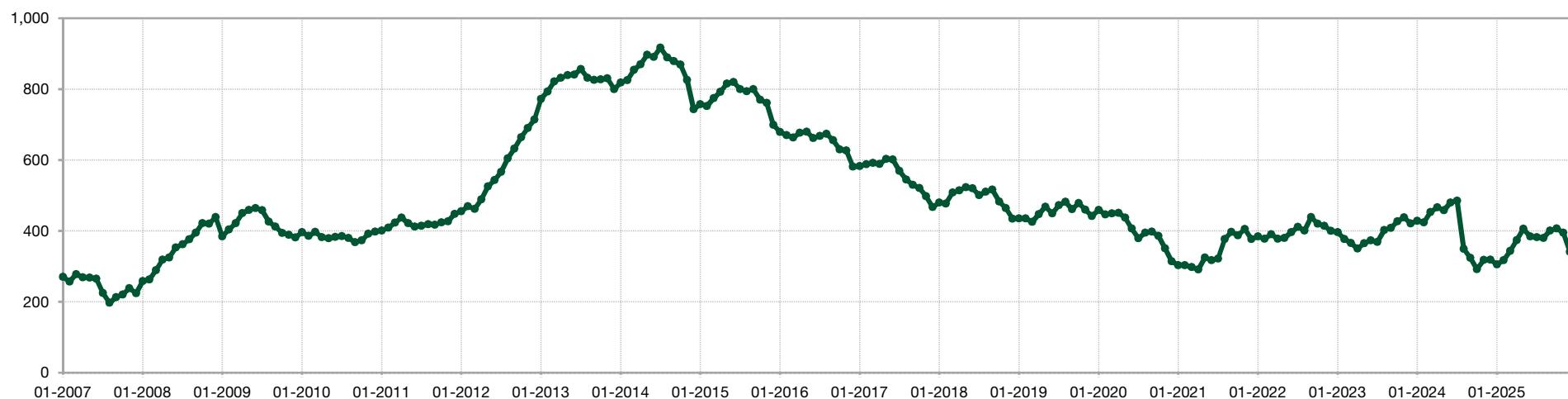
December



	Homes for Sale	Prior Year	Percent Change
January 2025	305	428	-28.7%
February 2025	317	424	-25.2%
March 2025	343	453	-24.3%
April 2025	374	466	-19.7%
May 2025	406	458	-11.4%
June 2025	384	480	-20.0%
July 2025	382	485	-21.2%
August 2025	380	349	+8.9%
September 2025	401	324	+23.8%
October 2025	407	292	+39.4%
November 2025	395	318	+24.2%
December 2025	341	319	+6.9%
12-Month Avg*	370	400	-7.5%

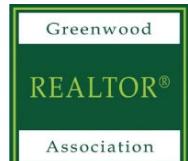
* Homes for Sale for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



December

5.1



2023
+ 18.6%

4.1



2024
- 19.6%

3.9



2025
- 4.9%

	Months Supply	Prior Year	Percent Change
January 2025	3.9	5.2	-25.0%
February 2025	4.1	5.2	-21.2%
March 2025	4.3	5.6	-23.2%
April 2025	4.7	5.8	-19.0%
May 2025	5.2	5.6	-7.1%
June 2025	4.9	5.8	-15.5%
July 2025	4.8	5.9	-18.6%
August 2025	4.6	4.3	+7.0%
September 2025	4.9	4.0	+22.5%
October 2025	4.9	3.6	+36.1%
November 2025	4.6	4.0	+15.0%
December 2025	3.9	4.1	-4.9%
12-Month Avg*	4.6	4.9	-6.1%

* Months Supply for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

